

## NEW SALESMEN FOR TRI-STATE

President Kirkpatrick Will Have Increased Force To Handle Business.

As America's motor car factories are slowly but surely returning to normal production, dealers throughout the country are preparing to handle the cars and trucks allotted to their respective territory. Here in El Paso carloads of automobiles are arriving daily and the dealers report a decided interest on the part of the buying public in the new models which are now on display.

President J. W. Kirkpatrick, of the Tri-State Motor company, Ford car and Fordson tractor distributors for this territory, announced yesterday that a number of new salesmen had been added to the roster of employees of this big organization and that the business is starting with a rush.

H. C. Savitz, formerly sales manager of the Security Trust and Savings bank, is now connected with the Tri-State Motor company and is busy engaged in becoming familiar with the big stock of accessories preliminary to starting out on the road as a wholesale salesman.

James Alford, who formerly made his home in Tennessee, is now assisting manager Fletcher in the accessory and parts department of the Fordson tractor and implement sales. Mr. Alford will have the title of tractor and implement sales manager for Tri-State. H. L. Elder is another new Tri-State salesman, and last Sunday he left on his first trip to the Arizona territory in the interest of the accessory department.

H. H. Pense and J. C. Tarrant, both former employees in the mechanical department, who left to join the army, recently obtained their discharge and are once more greeting their numerous friends in the Tri-State shops. Both had many interesting experiences while working for Uncle Sam, but they admit they are more than pleased to be back on their former jobs.

Bill Gushers, found in Lee Newman's Tenements, Phone 4001, 505 S. El Paso St.—Adv.

## More New Mex. Appointments Are Announced

Medical Examiners Are Named; Cutting Colonel On Governor's Staff.

Santa Fe, N. M., March 22.—The following appointments are announced by Gov. O. A. Larrazolo:

W. A. Haver, Republican, to be additional district attorney for the fifth judicial district, an office created by the last legislature. Haver will serve Curry, Roosevelt and De Baca counties.

Jose Gonzalez, of Las Cruces, to be assistant inspector for the third judicial district.

Doctors M. F. Demare, of Las Vegas; C. B. Kohlhausen, of Baton; Ferguson, of Tucuman; Kelly, of Albuquerque; R. E. McElroy, of Las Cruces; C. B. Elliott, of Dawson, and J. M. Diaz, of Santa Fe, as members of the board of state medical examiners.

Capt. Bronson M. Cutting, former military attaché of the American embassy in London and owner of the Santa Fe New Mexican, as colonel on the governor's staff.

**TOURISTS VISIT EL PASO.**  
An increasing number of tourists, traveling in motor cars are visiting El Paso this season, according to Manager Ben Clements of the Borderland Auto Supply company. Recently four different parties, from four different states, called at the Borderland salaroom to purchase motor car supplies in one day.

**LEO TROST RETURNS.**  
Leo J. Trost, Cole and Franklin distributor for this territory, returned yesterday from a trip to the outside territory. He was accompanied by the Franklin district service manager. Practically all of the Franklin dealers were visited and Trost obtained several orders for carloads of Franklin.

**P. M. EDWARDS RETURNS.**  
Friends of P. M. Edwards, manager of the local sales department of the Tri-State Motor company, will regret to learn of the death of his mother at Tucuman, Ark., last week. Mr. Edwards left immediately for his old home and attended the funeral, returning to El Paso yesterday.

**NEW EXCELSIOR IS HERE.**  
Two of the new 1919 Excelsior motorcycle models have arrived in El Paso and are now on display at the Excelsior repair shop, local distributors. One has already been sold and another shipment has been ordered from the factory.

## TO SPEND \$2000 ON CRUCES ROAD

\$2500 Available For Deming Road Also; Grant County Man Given Job.

Santa Fe, N. M., March 22.—The state highway engineer's office has received \$2500 from the county commissioners of Luna county for cooperative work on the road between Deming and Las Cruces, also \$2000 from the commissioners of Dona Ana county for the county's share on the road from Las Cruces to El Paso.

State engineer Leslie P. Gillette has announced the appointment of E. Norris Hobart as assistant state engineer, a position created by the recent legislature. The position does not carry also a place as assistant state highway engineer. Hobart formerly lived in Grant county, but for the past year has been county road superintendent under James P. French in Quay county.

## Firestone Truck Tire Agency Is Secured By Boss

In order to meet the demand for truck as well as passenger car tires, the Boss Rubber company, distributors for Hood, General and Savage tires, secured the agency for Firestone truck tires for the past week, according to Manager Fred Lazenby. In addition to handling these lines of tires, the company also acts as distributor for the famous Dural inner tube. Although shipments are being received by express Lazenby said yesterday that he was unable to supply the demand and that a number of big wholesale orders were waiting to be filled.

At the present time, the Boss Rubber company has four salesmen traveling the Arizona and New Mexico territories and business is reported exceptionally good. There is an increased demand for Dural radiators hose and timing, according to reports received from the salesmen.

## Goodyear Truck Tire Men Visit Local Manager

For the purpose of securing photographs and data concerning the wonderful mileage records made by Goodyear truck tires in this section of the country, C. T. Hall and H. L. Terry, of the Goodyear factory arrived in El Paso Thursday, and following a visit with Manager Allen of the local Goodyear branch, they left for Phoenix.

"The Goodyear tire for trucks, establishing economy records in all parts of the country," said Mr. Hall. "We have found numerous instances where owners have obtained from 15,000 to 20,000 miles on one set of Goodyear tires and these records are common rather than rare occurrences." Since leaving the factory, Hall and Terry have visited New Orleans, Houston, Dallas, Fort Worth and San Antonio and before their return, they will visit all of the Pacific coast cities.

**RETIRED SAVES TIRES.**  
The experienced motorists are now saving thousands of miles with their tires by having them retreaded as soon as the fabric begins to show, according to Don Fisher, manager of the El Paso Vulcanizing Works. In the past, a tire was allowed to go until the fabric was worn through and then it was discarded for a new casing. Now, as soon as it begins to show any wear, it is retreaded at a nominal cost after which it is good for from three to four thousand additional miles.

**LESTER SELLS DUPLICEX.**  
Although the Lester Motor company has only had the agency a week, a three and a half ton Duplex four wheel drive truck was sold yesterday by manager Lester to Jack Arnold, of Silver City, who will use the truck equipped with a special body for hauling ore. The roads around Silver City are far from being level and it takes a well built truck with ample power to negotiate the steep grades.

**NASH CARS ARE SOLD.**  
Manager Youngblood of the Pry Motor company, Nash distributors in this territory, announced three sales made during the past week. Herbert D. Fiddle, George Evans and K. Slack all purchased new Nash touring cars. Mr. Slack is a prominent oil man who has made a small fortune in the Ranger oil field and he selected the Nash on account of the wonderful record it has made in the oil country.

**FRANK KLOBS RETURNS.**  
Frank Klob, service manager of the Pry Motor company, Texas Co. received in El Paso yesterday and he will spend several weeks here before returning to Houston. Mr. Klob reports that the Lauson tractor is making a big hit in the South Texas country and that Grover Dickrell, Houston branch manager, is creating a number of sales records.

**GOODYEAR TIRES BOOSTED.**  
Since the first of the year the demand for Goodyear cord and fabric tires has been steadily increasing, according to Henry Bauder, manager of the American Auto Supply company. During the past week, a complete line of Goodyear tires was placed in stock and from now on Bauder will be able to deliver any wanted size.

**EL PASO RANGER OIL.**  
We specialize in the above stock and have on our El Paso Ranger at lowest market prices. Wire or write your orders. J. C. CHURCH & CO. Established 1911. Sheldon Hotel, El Paso, Texas. Oldest Brokerage Firm in El Paso. Your bank will recommend us—Adv.

**FREE TO ASTHMA SUFFERERS**  
A New Home Cure That Anyone Can Use Without Discomfort or Loss of Time. We have a New Method that cures Asthma, and we want you to try it at no expense. No matter whether your case is of long-standing or recent development, whether it is due to colds, exposure, or chronic Asthma, you should send for a free trial of our method. No matter in what climate you live, if you are troubled with asthma, our method should relieve you promptly.

We especially want to send it to those apparently hopeless cases, where all forms of inhalants, desiccants, opium, propolis, fumes, "patent" smokes, etc., have failed. We want to show everyone at our own expense, that this new method is able to end all difficult breathing, all wheezing, and all those terrible paroxysms at once and for all time.

This free offer is too important to neglect a single day. Write now and then begin the method at once. Send no money. Simply mail coupon below. Do It Today.

**FREE ASTHMA COUPON**  
FRANCIS ASTHMA CO., Room 1247, Niagara and Hudson Sts., Buffalo, N. Y. Send free trial of your method to:

Name \_\_\_\_\_ Address \_\_\_\_\_

## TIRE BUSINESS IMPROVES.

"During the past two weeks, or since the warm weather has arrived, motorists are preparing for spring and summer vacation trips," says E. C. Booth, manager of the Quick Tire Service, United States tire distributor. "Tires are being vulcanized and retreaded, new tires are being purchased and I believe almost every motor car owner will soon send his car to the garage to be overhauled, all of which means more business to the automobile, garage and tire men of El Paso."

## NAQUIS ON JURY.

While M. L. Naquis, Vello distributor, has been waiting for a shipment of cars from the Vello factory, he has been spending his time recovering from a case of illness and at the same time serving on jury. The Vello is expected to arrive this coming week.

## FACTORY SERVICE FOR NASH OWNERS

During the past week, the Pry Motor company, local distributors for the Nash car and truck, received a big shipment of parts from the factory and from now on real factory service will be given to Nash owners in this territory.

Although two carloads of Nash cars were received from the factory last week, every car was sold and delivered by last Thursday and Manager Youngblood has been busy wiring the factory to rush more cars in order to supply the demand.

Edmund Gardiner, who is now connected with the sales department of the Pry Motor company, reports a great deal of interest on the part of the public in the new Nash models and he expects to close a number of deals for cars this week.

## NORWALK TIRES POPULAR.

Manager Hepburn of the tire department of Kruskopf, York and York, S. L. is more than pleased with the way Norwalk tires have been selling since the first of the year. Large shipments have been received by express from the factory and dealers in all parts of the territory report a brisk demand. The Norwalk tire is making all kinds of mileage records in hard service over Arizona and New Mexico roads and it is giving universal satisfaction in its motorists in all parts of the country.

## WATSON IN ARIZONA.

Manager E. Hayes Watson, manager of the Rio Grande Rubber company, distributors of Republic tires is spending a few days visiting dealers in Arizona and New Mexico. He has sent in a number of big orders for Republic tires which are increasing in popularity every day in the southwest.

## WE WISH TO EMPHASIZE Some of the Many Reasons Why We Feel that We are Entitled to the El Paso Motorists' Business—

Your investment in our merchandise must be returned to you dollar for dollar—that's our guarantee.

We are thoroughly responsible—that which we recommend or sell can absolutely be relied upon.

Tires and Tubes purchased of us are delivered and applied to your car at no additional cost—saving you much tedious, tiresome and dirty work.

Our store is open and our "lightning free service cars" are at your disposal from 7 a. m. to 11 p. m. every day in the year.

Ours is a distinctly local institution.

We employ El Paso people.

We help pave El Paso's streets—support its public schools and other institutions.

We take an active interest in every local public movement—put our money and effort behind them.

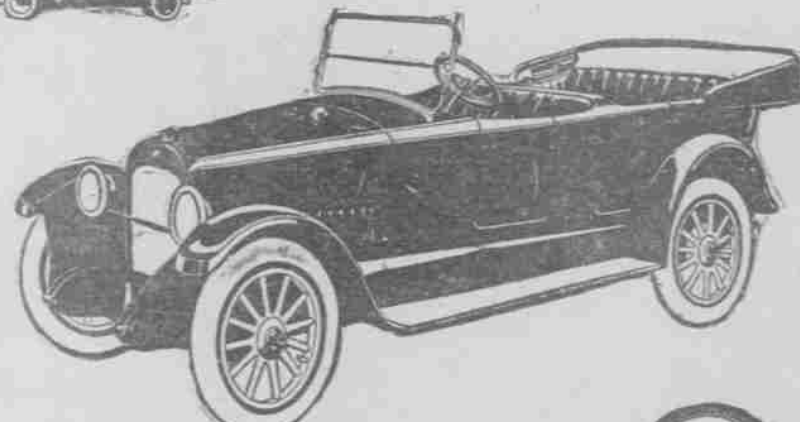
We believe in El Paso and invest our profits in its industries, real estate, etc.

Quality, price and service being equal, which is better—support an institution like ours or those which send every surplus dollar elsewhere to enrich outsiders and support communities in which you have no interest?

## BOSS RUBBER COMPANY

"When Tires Tire and Trouble Troubles You, Phone 274."

DISTRIBUTORS  
HOOD, GENERAL, SAVAGE TIRES, FIRESTONE TRUCK TIRES, DURAL TUBES.



Predicted Value-In-Head Motor

Powerful and economical it is also unusually quiet

Its nation-wide performance in the hands of owners has now established beyond question the unusual power of the Nash Six with Perfected Valve-In-Head Motor. It is pleasing in appearance, comfortable, quiet and economical of fuel. It has more than fulfilled the expectations of those familiar with the high manufacturing ability of the Nash organization.

Nash Parts in Stock.

## PRY MOTOR COMPANY

W. San Antonio at Durango St.

Phone 1142.



VALUE CARS AT VOLUME PRICES

## IRON HORSES SCATTER 1,000 IN RUSH CENTER

Not a Soul Hurt in Daily Influx of Humanity Into Cisco—Some Events of a Busy Week in the Growing "Tulsa of Texas."

Cisco, Texas, March 22.—(Special)—It is estimated that the ten passenger trains daily that enter and depart from Cisco scatter 1000 persons over the city and that motor cars daily bring more than that number here. An estimate made of the character of these persons shows that a large percent of them are looking for investment or a place to locate permanently. This sets up Cisco as widely different from many towns in the Texas Oil Belt that drew so many visitors who are traveling about out of curiosity only.

In an industrial way Cisco has acquired a leadership over many other ambitious cities of West Texas. In view of the fact that oil and gas are being discovered near the city toward every point of the compass it looks as though the city's ambition to become the Tulsa of Texas is about to be realized.

## A HAPPY COMBINATION

"This city's reputation has become national," says L. W. Tarkenton, president of the Beaver Valley Oil and Refining company of Cisco. This is one of the city's leading oil companies. It was the first to establish an office in Cisco. "McCauley said that popularity is power," continued Mr. Tarkenton. "If that be true, we may expect great things for Cisco. Within the last few weeks we have had telegrams from as far away as California to the west and New Jersey to the east asking for stock reservations in this company. We believe that this is due in large part to the reputation of the city of Cisco. Men and women are studying maps these days as they never did before. When you combine the information you get from a geographical map with that you get from a geological map, in a study of West Texas, you discover Cisco wrapped up in the center of a happy combination."

## "MOUNTING TO MILLIONS"

The Beaver Valley Oil and Refining company has selected an ideal site for the big refinery it is to build here. It consists of 12 acres and is owned by the company. Adjoining the city on another side it has 96 acres reserved for a tank farm. The company reserved the tank farm for the reason that it expects development to reach the very gates of the city from the east and northeast. Out in that area that is being drilled the company has two choice tracts of 40 acres each that may soon require offset drilling. The company hasn't any acreage to sell, therefore, it can speak its mind freely and without criticism in saying that its assets may mount into millions from these two tracts alone.

## OUT TO THE OCEAN WAVES

Cisco became the home recently of two of the leading realty dealers of Oklahoma City. No city in the West has better boosters. One of them is a townsman expert. The other sells real estate where other men fail. Their advertisement of Cisco goes east and west to the big waves. They are selling some choice residence lots near the refinery site of the Beaver Valley Oil and Refining Company. Employees of the company probably will build homes there.

Allyn Jones, a member of the Beaver Valley family, who has a well established idea of investment opportunities in West Texas, declares that for ten days hardly a mail has failed to bring him letters asking about Cisco investments.

"These letters have come from many states," says Mr. Jones. "Naturally I have recommended Beaver Valley stock, for I don't know of a better investment for a person of limited means, in the oil country. Listen to me. If our refinery operates at full capacity of 2000 barrels every day for a year and we feed our own oil into it, the company will net about \$2,000,000 with its output delivered at the present prices of refinery products. Our net would be \$500,000 if we bought every barrel of oil we use. Honestly, I can't think of anything better than that for the fellow who deals in things under the million-dollar class."

## HOWARD WON'T EXCITE

Jim E. Howard, prominent merchant of Warrick, Okla., who is secretary-treasurer of the Beaver Valley Oil and Refining company, wired the company this week: "Reported Empire has a well on Red River. Much excitement. Leases going high." Mr. Howard will send a fuller report to the company in a few days. Howard's conservative. He doesn't get excited. He'd remain calm in the presence of an airplane collision. You simply can't work up any excitement in that fellow. Thinking his own thoughts in his own way, he has become a successful business man.

The Beaver Valley Oil and Refining company is the happy and contented possessor of about 12,000 acres of leases in the north and of Montague county. If the Empire really has a well over the river, it would be difficult to estimate the value of that big block. It's difficult anyhow, as a matter of fact, for the company discovered a shallow sand in the deep test it is drilling there. It contains high grade oil. The company soon is to start developing the shallow field.

## TWO GUSHERS IN A CONTEST

Oil men were predicting last week that the greatest pool in the United States had been found in Stephens county and that the big Carey well that flowed 15,000 barrels in 24-hours was in the center of it. Hardly had the sound of their voices died when the Norwood well, a few miles southwest of Ranger, broke loose like a volcano and is estimated to have produced at the rate of 18,000 barrels daily. Then it looked like Eastland county would hold its edge on Stephens.

A map of the holdings of the Beaver Valley Oil and Refining Company of Cisco shows that its Hindman lease of 25 acres, north of Ranger and near the Stephens County line, is almost on a line between the Carey and Norwood wells. Production now almost surrounds the Hindman tract. The Texas & Pacific Company has a well that is an offset to this tract. The Beaver Valley has its location ready for the tools just as soon as they can be released from another Beaver Valley well. A supply embargo at Ranger caused a delay in the Beaver Valley bringing in its Melvin well at Ranger that gushed oil last week before the sand was entered. There's hardly a doubt that this is a good well.

## NOW, LET'S GET DOWN TO BUSINESS

Directors of the Beaver Valley Oil and Refining Company last week laid out a big drilling campaign for the year, taking into consideration the probable necessity of drilling offsets to Ranger and Burk Burnett field acreage. They expect the production revenues of the company to take care of that campaign. Therefore they offered a limited amount of the company's capital stock to erect the refinery at Cisco. It's good business to let the production department take care of itself. Besides the company is offering men and women of limited means an opportunity to buy something in the big Texas Oil Fields that their purses can afford. This has been called a "big man's field." Beaver Valley is making it a little man's field also.

## THIS MAY BE THE LAST CHANCE

This stock is worth \$1.25 a share. Really it has the possibility of being worth much more than that. It is being offered at \$1.25 a share, just the same. The amount is limited. It must be disposed of quickly. This may be the last advertisement that offers it for sale. A lot of successful business men have confidence in this company. We'll send you their names and addresses if you want them. Isn't it good business to link your judgment with the judgment of successful business men? Use the coupon below. Hurry in your order while you are impressed with the opportunity.

Agents take notice: Your allotment of stock is limited. Tell your customers to lose no time in making the order. A few agents in new territory can be used if they are ready to hit the ball hard.

**BEAVER VALLEY OIL & REFINING CO.**  
General Office, Cisco, Texas.

Incorporated in Texas. Capital Stock \$600,000.  
Per Value \$1—Small Allotment at \$1.25.  
WE WANT A FEW LIVE AGENTS.

**BEAVER VALLEY OIL & REFINING COMPANY,**  
Cisco, Texas.

Gentlemen: Enclosed find \$1.25 in payment for \_\_\_\_\_ shares of stock in the Beaver Valley Oil & Refining Company at \$1.25 per share. I buy this stock with the understanding that all shares are common, fully paid and non-assessable. I also am in participation with my \$1.25 holdings and equipment the company now owns or may ever own.

Name \_\_\_\_\_ Address \_\_\_\_\_

**Ford**  
THE UNIVERSAL CAR

Ford cars are important servants everywhere. They help the family enjoy life, bring the pleasures and advantages of the town within reach of the farmer and give practical service every day in country and town. They require a minimum of attention; any one can run the Ford and care for it, but it is better to have repairs and replacements taken care of by those who are familiar with the work and have the tools, the genuine materials, and skilled men to do the work promptly. We pledge Ford owners the reliable Ford service with real Ford parts and standard Ford prices.

**Tri-State Motor Co., Inc.**  
Authorized Agents.  
Meza and Montana. Leon and W. San Antonio.  
Phone 172. Phone 4200.

**GOODYEAR TIRES!**  
NEW, CLEAN, FRESH STOCK  
"SPECIAL LOTS"  
STANDARD MAKES  
World's Greatest Cut Rate Tire Concern

| Beacon Guaranteed | Gulf     | Goodrich | "Goodyear" | Week End |
|-------------------|----------|----------|------------|----------|
| Special Lots      | Red      | Red      | Red        | Special  |
| 30x3 1/2          | 30x3 1/2 | 30x3 1/2 | 30x3 1/2   | 30x3 1/2 |
| 25x2              | 9.10     | 11.80    | 2.80       | 2.10     |
| 26x3              | 9.50     | 11.80    | 2.85       | 2.20     |
| 30x3 1/2          | 12.40    | 15.50    | 3.45       | 2.55     |
| 32x3 1/2          | 14.15    | 18.20    | 3.90       | 2.75     |
| 34x4              | 19.05    | 23.50    | 4.45       | 3.50     |
| 36x4              | 19.40    | 24.25    | 4.50       | 3.60     |
| 38x4              | 20.25    | 25.00    | 4.60       | 3.75     |
| 38x4              | 20.70    | 25.50    | 4.80       | 3.85     |
| 38x4              | 22.10    | 28.50    | 5.00       | 4.00     |
| 38x4 1/2          | 28.20    | 32.75    | 5.70       | 4.20     |
| 38x4 1/2          | 26.40    | 31.00    | 5.75       | 4.20     |
| 38x4 1/2          | 26.55    | 33.20    | 5.90       | 4.45     |
| 38x4 1/2          | 27.70    | 34.65    | 6.00       | 4.50     |
| 38x4 1/2          | 28.15    | 35.20    | 6.20       | 4.60     |
| 38x4 1/2          | 29.25    | 36.20    | 7.00       | 5.00     |
| 38x4 1/2          | 31.00    | 38.00    | 7.15       | 5.25     |
| 38x4 1/2          | 31.05    | 39.25    | 7.25       | 5.45     |
| 38x4 1/2          | 32.20    | 41.00    | 7.50       | 5.60     |

\*Other sizes Proportionate prices.

Notice—Prices Subject To Change Without Notice. Goods Shipped C. O. D. Money Refunded On All Returns. Buy War Savings Stamps.

**AUTOMOBILE TIRE CO., Inc.**  
ED C. GRIFFITH, President.  
201 W. SAN ANTONIO STREET. PHONE 1065. EL PASO, TEX.